

Message Text

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PAGE 01 STATE 170720
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/OED/MEPD/GBURKE/LW
APPROVED BY EB/OCA/CD/REDAY
COM/OED/MEPD/LENGLESON
COM/OED/MEPD/SMCONGER, DIRECTOR
STATE/ARA/CAR/FTUMMINIA (PHONE)
COM/OIM/FKAYSER (INFO)
ARA/ECP/KSRICHARDSON (INFO)

-----025398 212303Z /70

P 212123Z JUL 77
FM SECSTATE WASHDC
TO AMEMBASSY PORT OF SPAIN PRIORITY

C O N F I D E N T I A L STATE 170720

E.O. 11652: GDS

TAGS: BENC, TD

SUBJECT: FOREIGN GOVERNMENT TENDER: CARONI ARENA WATER
SUPPLY PROJECT

REF: (A) LINCOLN/BURKE TELECON, 7/21/77;
(B) PORT OF SPAIN 1319

1. CONFIRMING REF TELECON, PRICE BORTHERS CONTACTED
COMMERCE/MEPD REQUESTING REPRESENTATION ON BEHALF OF U.S.
FIRMS IN PURSUIT OF SUBJECT PROJECT. ACCORDING TO FIRM,
GOTT IS ON VERGE OF AWARDED CONTRACT FOUR A TO TRINIDAD
CONTRACTORS/PIPECON (DUTCH) WITH DUCTILE IRON PIPE
SUPPLIED BY PONT DU MOUSSIN (FRENCH). PRICE IS
TT DOLLAR 106 MILLION, TEN MILLION TT DOLLARS HIGHER THAN
CRESCENT ENGINEERING PRICE OF TT DOLLAR 96 MILLION FOR
PRE-STRESSED CONCRETE PIPE PROVIDED BY PRICE BROTHERS.
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UNDERSTAND REPRESENTATIONS HAVE BEEN MADE BY FRENCH
GOVERNMENT ON BEHALF OF PONT DU MOUSSIN.

2. WOULD APPRECIATE REPRESENTATIONS AT HIGHEST

APPROPRIATE LEVEL ON BEHALF OF U.S. FIRMS STRESSING
LOWER PRICE OF U.S. SUPPLIED PIPE. FYI. UNDERSTAND

FROM CONSULTANT THAT DUCTILE IRON IS "CADILLAC" OF WATER
PIPE BUT QUESTION IS WHETHER MARGINAL QUALITY GAIN IS
WORTH SIGNIFICANT COST DIFFERENCE. MAY ALSO BE
APPROPRIATE TO RAISE POINT THAT LARGE NUMBER OF HIGHLY
QUALIFIED U.S. FIRMS RESPONDED TO TENDER, CREATING VERY
PRICE COMPETITIVE CLIMATE. BELIEVE THAT IF DECISION
GOES AS EXPECTED, IT MAY BE DIFFICULT TO ENCOURAGE U.S.
FIRMS TO COMPETE ON OTHER PROJECTS IN THIS SECTOR,
PARTICULARLY UPCOMING NORTH ORAPUCHE PROJECT. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 21-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE170720
Document Source: CORE
Document Unique ID: 00
Drafter: OED/MEPD/GBURKE/LW
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770260-0392
Format: TEL
From: STATE
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19770732/aaaabbkn.tel
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Litigation Codes:
Litigation History:
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Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
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Retention: 0
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Review Content Flags:
Review Date: 31-Mar-2005 12:00:00 am
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Review Exemptions: n/a
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1786785
Secure: OPEN
Status: NATIVE
Subject: FOREIGN GOVERNMENT TENDER: CARONI ARENA WATER SUPPLY PROJECT
TAGS: BENC, TD
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Type: TE
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Review Markings:
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